

Beginning That Failed

E was a young and callow youth, and it was his first experience as a book agent. He had been made to believe that he would sell his book, "The Galaxy of Universal Information," to the very first person to whom he offered it after the course of training he had received from the firm offering the book for sale. He was prepared to "accost easily and pleasantly" the first person who might be a possible customer, and he was full of self-confidence and youthful hopefulness as he approached a whitecapped and motherly looking old Irish woman standing in the entry of a tenement house. There was friendliness in her smile and her blue eyes had a kindly twinkle in them. "Good morning mades" said the self-confidence.

"Good morning, madam," said the callow agent, as he lifted his hat.
"Good marnin', me bye,"
"Fine morning, isn't it?"
"It is thot same. Wan nade not ask for a

plisinter day."
"I have a book here that I would like to show you, if I may."
"A buk is it? Well, well! Luk at that now! An' phwat koind av a buk moight it

'Is it so? An' phwat moight it ari be

'Its title indicates its contents. Have you "Tin livin' an' four dead, an' arl av 'em childer to be proud av, if Oi that shouldn't do say it."

do say it."

"Then my book will surely interest you. It contains so much information in"—

"Is it givia' the buk away yeez are?"

"Not quite, but I am selling it at such a remarkably low rate that it is about the same as giving it away. Just let me show you some of the pictures. Look at the binding of the book."

She rubbed her hand on her checked sing-

She rubbed her hand on her checked ging-ham apron and laid the tips of her fingers on

the book.

"It do be very fine," she said.

"Nothing finer for the money. It would be a fine gift for each of your children when they marry. Are any of them married?"

"Ari but me girul Judy, an' she's spoke for by Tim O'Hoolihan, him that dhrives the cice-cart on this strate. A foine lad is Tim. He's his tin dollars a wake, wid de promise av a rise in his pay nixt month, and Judy is at wurruk on her troshy. She's been these tin munts forelady in a box factory, wid her naine dollars a wake an' the good sinse to be savin' the better pa-a-a-a-rt av it. She's to"—

"This book would make an elegant and useful wedding present for her."

"She'd ruther a taypot or wan av thim big lamps wid a paper pettycoat on it loike her sister had from the girruls in de place where she'd been foive years afore she married Moike Dinnis lasht fall. Oh, but that was a weddin' for yeez, me byet Moike he hired a hall for it, me tinagenint not bein' a tinth big enough for ari as was bidden to come. There was an archestry av folve pieces for de dancin', an' O'd have yeez to know that de Ariderman from dis war-r-d an' his woife was in attendance, an' dhressed loike a quane she was, an' "—

(A-plannin' how to save de cat, an' full ob clever tac').

"By water once; by fire once," dose drefful boys replied;

"By sticks an' stones anudder time, an' once by fright de died.

So dat makes four lives he done libed, an' if he's got five mo'—

As 'cording to dat theory—we'se gwine to prove it so."

"Look hysh," said Lil' Boy Black to dem, "I'll fight you fo' de five.

Remainin' lives—an' if I win I gets de cat alive!"

Dey laffed, an' cried:—"You silly coon! You couldn'! whip dis crowd. a quane she was, an' "--

and"—
"Did anny wan iver!" she said, with uplifted hands. "It tuk a man of l'arnin' to
write arl thot, now didn't it, bye? Shure an'
l'arnin' is a gr-r-reat thing an' Oi've a
mither's honest pride in sayin' that the
whole tin av me childer can rade an' write
beautiful. If yeez will wait a minnit Oi'll
go up an' bring yeez down some av me bye

interest your son as well as"-

"I wish that you would just examine the binding of this book, please. It is"—
"An' Molice is on de foorce now, an' him an' Norah do be livin' at de top av de heap, wid a sivin room tinnymint an' Brushels an' althot, It's on Tinth strate they do be livin', an' if you should foind yourself in this locality an' yeez had a moind to call it's Norah herself as would lolke enough mek yeez a cup o' tay an'—"
"This book contains information on four thousand six hundred and ninety-nine topics and"—
"Did anny wan iver!" she said, with uplifted hands. "It tuk a man of l'arnin' to

"Patsy, me sicond bye, niver was wan for l'arnin' loike Timmy, but it's nobody's fool is Patsy or he wouldn't be havin' his twinty dollars a wake, as he has had these folve years, an' a dollar av it comin' ivery wake to his ould mither, arithough he's a woife to his own "Galaxy of Useful Information."

"A buk is it? Well, well! Luk at thot now! An' phwat koind av a buk moight it be?" "It is a very fine publication, just out, and one that should be in every home." She patted her wrinkled hands together softly and said, with a deepening of her friendly smile: "Luk at thot now!" "It is called "The Galaxy of Universal Information." While wand'rin' down de alley once wif An' science comes befo' our fun, so fightin' ain't formation." While wand'rin' down de alley once wif An' science comes befo' our fun, so fightin' ain't allowed."

nuffin' 'tall to do 'Cept hab de mostes' fun he could an' get in "You'se jes' afraid!" cried Lil' Boy Black; "I mischief, too, won't take no excuse;

Dat Lil' Black Boy seen a sight dat almost made You'se 'fraid to fight me fo' de cat, so I'll jes' turn him cry—

him cry— Some boys was worryin' a cat till it was fit to die! Dey'd tied a bucket to its tail, dey'd pelted it wif stones; Dey dragged it 'roun' an' tumbled it enough to

break its bones!
"What you all doin' wif dat cat?" dat Lil' Black
Boy cried.

"Why, can't you see you'se killin' it?." Dose wicked boys replied:—
"It's fo' de sake ob science dat dis animal mus'

We'se got to prove a theory am jes' a foolish lie.

We heahed de people say a cat has got nine lives Fo' dah you am—laid low by me! You sho'ly am

We drowned him in de water-but he done come He took po' pussy in his arms an' to her den he back to life;

her loose!"

No boy's gwine let you call him 'fraid, so dey agreed to fight, One at a time—po' Lil' Boy Black, he sho' seemed in a plight.
But fairies mus' hab been aroun' to help him win

each match-He jes' knocked eb'ry fellow out an' nebbe' got a scratch!

An' when de fight was done he said:-"Now you got heaps ob proof Dat cats hab got mo' lives dan boys! You'se done for-dat's de trufe!

Dis cat we'se gwine to kill off quick an' prove dat But nex' time you'll leabe cats alone, an' science, too, I 'spec'!"

back to life; said:—\
We'se beated him an' burned him; now we'se got "Yo' lost fo' lives, but you done fin' a home wif

"So fah, how often has he died?" inquired Lil' You'll lib so comf'table an' snug, de lives what's lef'll seem,

(A-plannin' how to save de cat, an' full ob clever tac').

Which puts a fellow's heart strings on the wear.

You'll lib so comf'table an' snug, de lives what's lef'll seem,

Wife me an' mammy by you like you' nine like to failing found; Wif me an' mammy by you, like yo' nine lives in a dream!"

Pitiable Fate.

Knicker-Sad about Jones' death. Bocker-Yes. Just think of an after dinner speaker having to join the silent majority!

Smoke, Not Gas.

Dubbs—Chubbs' wife smokes; does he permit it? Tubbs—Yes, because it makes her keep her mouth shut occasionally.

he petals first. SUMMER SONG OF SIMPLE, SENTIMENTAL SAM.

I've a sort of funny feeling in my heart for The candy man, he knows me; the ice cream (Of course, it's understood she must be

SHE KNEW HIM.

The Other One-Poor thing! He

probably gave it to her, and counted

fair); She keeps my brain a-whizzing in that most I'm a ninny, I show it; the precious girls peculiar whirl.

Which puts a fellow's heart strings on the

How she delights my mind with stories sweet to cram.

My tame heart twists in its joy when she calls me her dear boy, And, laughing, dubs me Simple, Senti-

mental Sam. The girls to me are magnets; I'm an ordi-

They drive me and they draw me as they To do their bid I'm ready, and though oft they at me rall,

In their comp'ny I try to feel at ease,

man, he knows me; Wherever sweets are sold they know just who I am.

they know it, And how they push poor Simple, Sentimen-SAMUEL E. HARRIS. tal Sam!

On the Deep Blue Sea.

"Feel hungry?" queried the white gull. "I should say so," responded the gray gull. "I didn't have anything to eat this morning but a Marconigram."

By Telephone.

"Do you know who you are talking to?" 'No, and I don't care, as long as it isn't

He Could Sit.

Hewitt-I tell you I won't stand for it. Jewett-Then go away back and sit down.